

Pia Kleiber

Principal Consultant

Pia has more than a decades' experience working in procurement roles with responsibility for the development and implementation of procurement projects and strategy in addition to the training and development of procurement teams. Pia specialises in commercial negotiations, she has led various high-stake negotiation projects, workshops and training sessions in her previous role as a Director in a negotiation consultancy.

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About Pia

Pia currently holds the position of Director & Head of Procurement at Lufthansa. In this role, she is responsible for developing the Procurement Academy, assessing future skills and roles, and implementing innovative learning tools. Additionally, she leads the creation of the communication strategy for Lufthansa Group Procurement and oversees the recruitment and HR strategy.

Pia previously held the role of Director in the Negotiation Advisory Group. Pia designed, developed, and delivered negotiation training sessions. She also contributed to several high-stakes international negotiation and procurement projects across various industries, including automotive, pharmaceuticals, retail, and others.

Pia brings extensive leadership experience and deep insights into procurement strategies and processes across a wide range of industries. Her comprehensive knowledge and expertise enable her to build and lead strong procurement teams. She has developed and implemented programs aimed at cultivating these critical skills.

As an expert negotiator, Pia has extensive experience leading complex negotiation projects and creating learning and mentoring programs designed to enhance negotiation skills within teams.

Pia delivers work in German, English and French.

Experience

- ◆ Founder & CEO of Verhandlungssache. A negotiation consulting firm.
- ◆ Director & Head of Procurement | Capabilities & Communication at Lufthansa Group
- ◆ Director Negotiations and Academy at Negotiation Advisory Group
- ◆ Head of Procurement & Quality at Emma – The Sleep Company
- ◆ Leading Project Purchaser Hybrid & eDrive Components at Mercedes-AMG
- ◆ Strategic Purchaser Wheels & Tires at Mercedes-AMG
- ◆ Procurement Team Lead at ALDI Süd

Education and qualifications

- ◆ DHBW Stuttgart
- ◆ The Open University London
- ◆ Business Administration – Trade Management
- ◆ Trainer Aptitude Examination (IHK)
- ◆ Theater-Akademie-Stuttgart
- ◆ Acting and Speech